

GASTECHNIKA

One Example for Success
with a Local Market Partner

The gas market in Bulgaria is characterized by some special features. First, there is an existing gas supply network, built for gas supply to industrial plants (the gas supply of large consumers in industry and the power generation sector was a major priority of the State before 1989). Second, the current economic situation is difficult, due to the restructuring of the industry and the process of privatization.

Gas supply to households actually still does not exist. The development of domestic gas supply networks is just starting and this involves a high degree of investment, which the municipalities, burdened with large expenses, cannot afford. As a result, the market of gas equipment for industry is currently operating below its potential, and the market for domestic gas supply is just beginning to develop. Gastechnika's objective is to attain a flexible response to the market peculiarities in order to expand its market share.

Gastechnika was established in 1994 as the commercial representative of Elster and Kromschroeder in Bulgaria, by specialists with long years of experience in this sector. The company has 5 employees with steadily growing turnover. The major share of sales comes from industrial



Managing Director Grigor Filkov

gas flow meters, equipment for gas regulating stations and industrial gas burning systems. Gastechnika has a high market share in this field. In the field of industrial gas supply Gastechnika is a major supplier of industrial gas flow meters of the ETM and RVG types for "Bulgargas" – owner of the national gas network and the only importer of gas to Bulgaria for the time being. In the field of household gas supply Gastechnika is developing pilot projects and carrying out intensive marketing. In line with the same aspect of development the company is oriented towards annual participation in the largest technical fair in Bulgaria, which is organized every autumn in the city of Plovdiv.

An important emphasis in the operations of Gastechnika is the organization of service support and the periodic inspection of equipment delivered by the ELSTER-AMCO Group.

Gastechnika provides technical assistance for design, as well as complete designs of gas flow reduction and metering stations. The objective in the near future is to launch the manufacture of complete stations in order to better meet the requirements of our customers.

FROM GRIGOR FILKOV, GASTECHNIKA BULGARIA

gastech@bgn.net.bg



Alexander Mihailov in the logistics department